DISA
DEFENSE INFORMATION SYSTEMS AGENCY
The IT Combat Support Agency

How To Do Business With DISA

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Question: To Do Work With DISA, What is the First Step?

Answer:

- Do Your Homework: Start on www.disa.mil and https://www.disa.mil/About/Small-Business
- Request an Invite to DISA 101 Small Business Orientation
- Review Last Year's Slides on "Key Messages for Small Businesses"

For Invite or Slides of Key Messages:

Email: DISASmallBusiness@mail.mil or call 301-225-6003

Question: How Do We Find Contract Opportunities?

Answer:

Start By Reviewing the Forecast:

DISA posts the rolling forecast to the disa.mil website:

https://disa.mil/NewsandEvents/Events/Forecast-to-Industry-2020

Click on "Forecast of Procurement Actions"

- Updated twice a year
  - In conjunction with AFCEA's TechNet Event in Baltimore (generally May)
  - In conjunction with DISA's Forecast to Industry (generally November)

Next Review:

- Beta.sam.gov for Sources Sought Notices
  - Schedules/GWACs that DISA Uses

Question: How Do I Get Information About DISA's OTAs?

DISA has authority to enter into Other Transaction Agreements or OTAs. Information regarding current and upcoming opportunities can be found:

https://dreamport.tech/call-for-white-papers.php

Question: How Do I Submit an Unsolicited Proposal?

Refer to FAR 15.6 - Unsolicited Proposals - for guidance regarding Unsolicited Proposals, FAR 15.605 provides specific details regarding the content of an Unsolicited Proposal.

Should you decide to submit an Unsolicited Proposal to DISA, it should be emailed to:

disa.meade.PLD.mbx.pl22-policy-compliance-review@mail.mil ATTN: Unsolicited Proposal.

Question: How Do I Schedule a Product Demonstration?

Technical Exchange Meetings: https://dreamport.tech/technical-exchange-meetings.php

Question: How Do I Get A Contract?

Answer:

1. Propose on Solicitations – even if you are an 8(a)

2. Subcontract with Primes

   - List of SETI & ENCORE III Contractors and POCs for Subcontracting: https://disa.mil/About/Small-Business/Do-Business-with-DISA - First and Second Bullets
   - Subcontracting Opportunities: https://business.defense.gov/Acquisition/Subcontracting/Subcontracting-For-Small-Business/

3. Doing Your Homework:

   - Tools (Fact Sheets): https://www.disa.mil/About/Fact-Sheets

4. How Do I Get A Contract?

   - https://www.disa.mil/About/Small-Business/Do-Business-with-DISA

Question: Do SETI and ENCORE III Have On-Ramps?

Answer:

Yes. Both Contract Vehicles have On-Ramp capabilities.

- On-ramping will be announced on beta.SAM (formerly FEDBIZOPS).
- Do not anticipate an on-ramp event until the four year mark. Both vehicles in year one.

Question: If We Aren't on SETI or ENCORE III, How Can We Play?

Answer:

- Full Slide Deck for SETI and ENCORE: https://disa.mil/About/Small-Business/Do-Business-with-DISA - Last Bullet under "DISA Premier Contracting Vehicle"
- List of SETI & ENCORE III Contractors and POCs for Subcontracting: https://disa.mil/About/Small-Business/Do-Business-with-DISA - First and Second Bullets

#1 Most Asked Question

Question: How Do I Get Meetings with Program Managers?

Answer: Corporate Connections: https://www.disa.mil/About/Industry-Partners

To Request a Meeting: Click "Request a Meeting/Submit a Question" bullet and fill out form and return to the email address in the header.

The following are helpful hints for filling out the form to successfully schedule a meeting:

- Take DISA 101 Small Business Orientation and keep the slide deck. It contains a complete picture of DISA at a high level and is a valuable. If you are a small business and have not met with OSBP, Corporate Connections will pass you to us first.
- Corporate Connections will work with you to get your meeting request to the right people; we need you to give us as much information as possible to do that.
- Use the bottom up approach: DISA leaders are limited in time. Start with the program offices.
- Don't throw softball meeting requests: Be specific and have a clear agenda.
- Ensure what you sell is what DISA buys: Use query form to ask questions if you are unsure.
- Ensure your meeting request is complete. Answer every question.

DISA FY20 Small Business Goals Achievements
$7.4 Billion Total Eligible Small Business Dollars

5 New Records!

Small Business Categories	Federal Small Business Goals	DoD Small Business Goals	DISA Small Business Goals	DISA Small Business Achievements	DISA Small Business Contract Award Dollars	DISA Small Business Contract Actions
Small Business	23%	21.8%	28%	23.4%	$1.74B	6,904
Small Disadvantaged	5 %	5%	5%	11.8%	$878M	2,713
Woman-Owned	5%	5%	5%	8.2%	$608M	1,414
Service-Disabled Veteran Owned	3%	3%	5%	4.4%	$328M	977
Historically Underutilized Business Zone	3%	3%	1.5%	2.9%	$218M	822

Figures are as calculated by the official FPDS-NG SB Achievements by Awarding Organization Report.
These figures will continue to fluctuate until certified by the SBA.

- **Small Business = 28%**
- **Small Disadvantaged Business = 5%**
- **Woman-Owned Small Business = 5%**
- **Service Disabled Veteran Owned Small Business = 5%**
- **HUBZone Small Business = 1.5%**

- *May change. DoD is negotiating Goals with SBA and they have not been finalized.

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DISA
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The IT Combat Support Agency

DISA Premier

The Acquisition Umbrella to Serve Our IT Missions

Contracts

DISA SETI
Systems Engineering Technology & Innovation

FULL SPECTRUM OF IT SERVICES AND SOLUTIONS
ENCORE
III
Over 25 Years of Proven Success
SUPPORTING DOD AND FEDERAL AGENCIES

2021

- **BLUF:** ENCORE III offers the full spectrum of IT services encompassing a wide-range of services to implement, operate, maintain/sustain, incrementally develop, and ultimately retire IT capabilities.
- **Supports:** DISA, DoD, Federal Agencies, and the Intelligence Community
- **Ordering Period:** F&O: '18-'28 | SB: '19-'29
- **Ceiling Value:** $17.5B
- **Evaluation Methodology:** Task orders may utilize LPTA or trade-off approaches
- **Contract Types:** All variations of fixed price and cost-type contracts
- **Full & Open and Small Business Suites:** 20 awardees in each suite *(Most Prime Awardees in both suites have a TOP SECRET FCL)*

- **BLUF:** SETI was designed for the development of innovative solutions to new, unique, or complex problems in the IT mission areas; in addition to being able to engineer solutions to existing complex capability gaps in the IT service portfolio.
- **Supports:** DISA, DoD, and Federal Agencies
- **Ordering Period:** F&O: '19-'29 | SB: '20-'30
- **Ceiling Value:** $7.5B
- **Evaluation Methodology:** Task orders may utilize LPTA or trade-off approaches
- **Contract Types:** All variations of fixed price and cost-type contracts, plus T&M and labor hour
- **Full & Open and Small Business Suites:** 23 SB awardees; 14 F&O awardees *(All Prime Awardees in both suites have a minimum SECRET FCL)*

Providing Services and Solutions for All of the Warfighter's IT Requirements

ENCORE III Background

- **Scope/Ceiling:**
    - Similar scope as ENCORE II (full range of IT-related services)
    - Added specific language in PWS to address evolving technologies (e.g., Cyber Security & Cloud Professional Services)
    - Supports the DoD, Federal agencies, and added the Intelligence Community
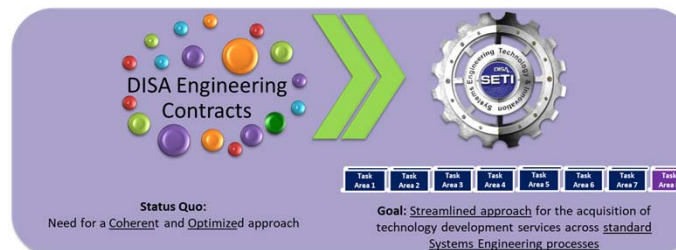
- **Strategy:**
    - Streamlined ENCORE III contracts as part of Agency's suite of Acquisition of Services
    - Multiple award, IDIQ contracts (Full & Open and Small Business Set-aside Suites)
    - Ordering period: 5-year base, 5 one-year options
    - Contract types: All variations of fixed price and cost-type contracts
    - Two suites: Maximizes competition among large and small business
    - On/Off-Ramping capability
    - Improved metrics through standardized report format (performance areas utilization and dollars allocated)

SETI Background

- The Systems Engineering, Technology, & Innovation (SETI) contract effort started in 2015 when the Dept. of Defense began exploring ways to procure innovative & technically superior IT solutions for missions when the there was a will to pay more for above threshold requirements.

- SETI was and is the only multiple award ID/IQ in the DOD to make Innovation the most important evaluation factor; which inherently redefined how Offerors would be evaluated based on their instilled and proven business culture around Innovation.

- SETI has a focused scope to provide new, non-commodity, and innovative solutions to customers with a preponderance of complex engineering and developmental requirements.

- Innovative from inception, the SETI team designed and awarded this new 10 year contract to capture and grow the Defense Industrial base by removing barriers and seeking out non-traditional industry partners.

ENCORE III Performance Areas
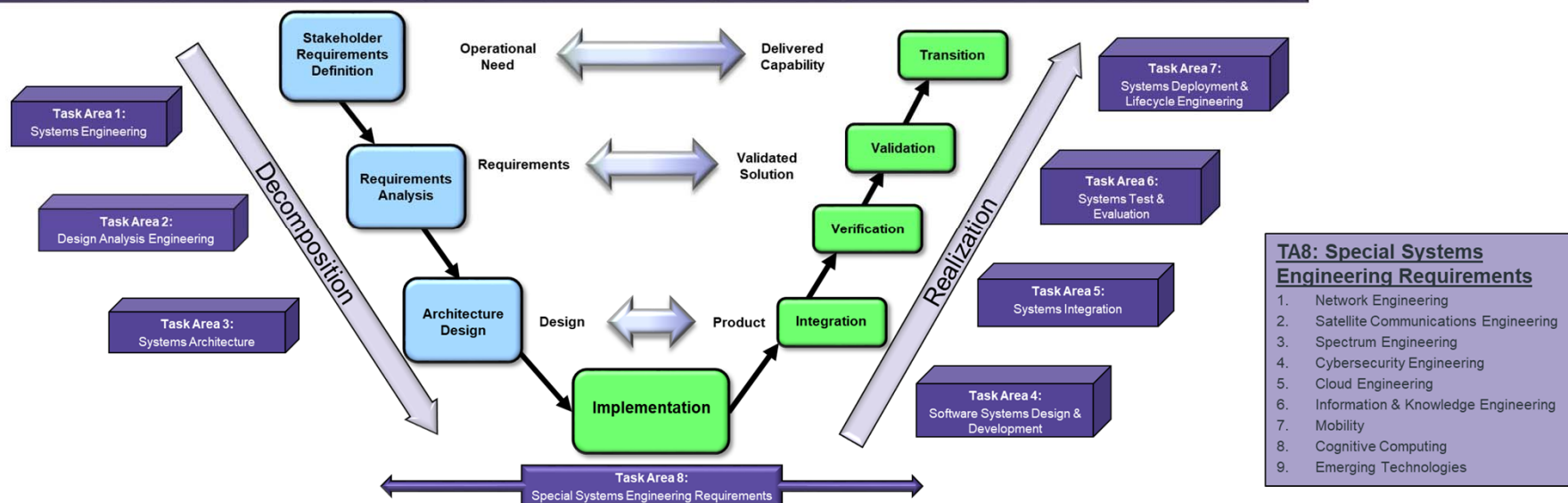
19 Performance Areas

PA1-Enterprise IT Policy and Planning

- Provides support to review, analyze, and coordinate processes, policies, and doctrine
- Provides Program and Project Management support to include development of management plans, metric collection, and meeting support

PA2-Integrated Solutions Management

Provides full spectrum of integration support to review requirements to provide effective IT solutions

PA3-Process, Performance, and Strategic Benchmarking

Provides support to establish baselining of existing legacy processes, products, and metrics

PA4-Business Process Reengineering

Provides support to assist government in examining organizational goals, objectives, and structures for purpose of a ground-up redesign

PA5-Requirement Analysis

- Provides support to facilitate requirements definition in design, development, V&V testing, and database solutions for enterprise use
- Ensures requirements are traceable, complete, consistent, prioritized, validated, and testable

PA6-Market Research and Prototyping

- Assists with market research analysis
- Define, develop, test, and evaluate prototype solutions

PA7-Information and Knowledge Management

Provides support for data migration strategies and target architectures

PA8-Custom Application Development

Development of new systems

PA9-Product Integration

Provides seamless functions to integrate into existing systems/platforms

PA10-Test and Evaluation

Provides technical support to developmental testing, interoperability evaluations, cybersecurity testing, early operational assessments, operational testing, and evaluation of Information Technology (IT) and National Security Systems (NSS).

PA11-Asset Management

Provides asset inventory, tracking, maintenance, and support to the entire asset lifecycle. Includes IT Systems and Hardware and IT support equipment such as VTCs

PA12-Network Support

Provides network design, policy, performance monitoring, and fault management

PA13-Cyber Security Assessment, Authorization and Implementation

Provides for planning, designing, and testing of C2 communications, firewalls, and intrusion detection systems

PA14-Information Communications Technology

Provides for design and installation of wireless and microwave technology to provide for a more efficient storage and retrieval of telecommunications systems

PA15-Computer-Telephony Integration

Use of computers to manage telephone calls

PA16-Web Services

Provides web design and maintenance activities

PA17-Operations Support

-Provides support services for all aspects of installing and operating approved COTS/GOTS applications/systems

PA18-IT Support Services

-Specific service elements may include configuration management, performance monitoring and tuning, system backup and recovery, storage management, and help desk, support

PA19-Cloud Professional Services

Cloud professional support services may include all services required to transition, deploy, operate, maintain, and safeguard applications that will migrate to a Cloud solution.

*Plus 78 subtasks which form the basis for providing ENCORE III IT services and solutions

SETI Performance Task Areas

1) Systems Engineering
Establish the framework for delivering material capabilities.

2) Design Analysis
Analyze & Refine requirements throughout the system's lifecycle.

3) Systems Architecture
Develop the EA, ensure standards conformance, and perform assessments.

4) Software Development
Design, develop, integrate, and modernize systems to enhance the mission.

5) Systems Integration
Integrate component subsystems to produce an interoperable final system.

6) Test & Evaluation
Demonstrate performance in an operational environment with realistic T&E events.

7) Lifecycle Engineering
Effectively deploy & manage the lifecycle of a system into it's intended environment.

8) Special Engineering
Support specialized DoD environments; Network, Satellite, Spectrum, Cloud, AI, Cloud, etc...

Logical Flow Through the Systems Engineering "V" Model Processes

Stakeholder Requirements Definition

Operational Need — Delivered Capability

Task Area 1: Systems Engineering

Task Area 2: Design Analysis Engineering

Requirements Analysis

Requirements — Validated Solution

Task Area 3: Systems Architecture

Architecture Design

Design — Product

Implementation

Decomposition

Realization

Transition

Validation

Verification

Integration

Task Area 7: Systems Deployment & Lifecycle Engineering

Task Area 6: Systems Test & Evaluation

Task Area 5: Systems Integration

Task Area 4: Software Systems Design & Development

Task Area 8: Special Systems Engineering Requirements

TA8: Special Systems Engineering Requirements
1. Network Engineering
2. Satellite Communications Engineering
3. Spectrum Engineering
4. Cybersecurity Engineering
5. Cloud Engineering
6. Information & Knowledge Engineering
7. Mobility
8. Cognitive Computing
9. Emerging Technologies

ENCORE III Awardees

Full and Open Suite
Ordering Period: Mar 2018 – Mar 2028

1. 22nd Century Technologies
2. AASKI Technology
3. ACE Info Solutions
4. ActioNet
5. AECOM's XNet Business
6. Booz Allen Hamilton ⊙
7. CACI International's Federal Business ⊙
8. CSRA ⊙
9. ESC Federal
10. General Dynamics One Source Subsidiary ⊙
11. IAP C4ISR
12. IndraSoft
13. Leidos ⊙
14. ManTech International ⊙
15. Trace Systems
16. NetCentrics
17. Next Tier Concepts
18. Phacil
19. Qbase
20. Solers ⊙

⊙ ENCORE II Contractor

Small Business Suite
Ordering Period: May 2019 – May 2029

1. Amyx
2. ASRC Communications
3. CompQsoft
4. Credence Management Solutions
5. Data Computer Corporation of America
6. Defense Solutions Group
7. Encore III Partners
8. FEDITC
9. Global Consulting International
10. Innovations JV
11. Integral Consulting Services
12. Integrated Computer Solutions
13. Madian IT Solutions
14. Mission Services
15. New Generation Solution
16. Riverside Engineering
17. Siertek-Peerless JV
18. Superior Government Solutions
19. Team CSI JV
20. VSolvit

Full and Open Suite

Ordering Period: Jul 2019 – Jul 2029

1. AASKI Technology
2. Accenture Federal Services
3. BAE Systems Solutions
4. Booz Allen Hamilton
5. Deloitte Consulting
6. Peraton (Harris)
7. IBM Corporation
8. KeyW Corporation
9. Leidos Innovations
10. LinQuest Corporation
11. NES Associates
12. Northrop Grumman
13. Parsons
14. Perspecta (Vencore)
15. *Solers**

   **Solers acquired by Peraton and has
   since entered voluntary dormant status*

Small Business Suite

Ordering Period: June 2020 – June 2030

1. A Square Group (ASG)
2. Affinity Innovations
3. Applied Systems Engineering (ASE)
4. Bluestone Logic
5. BCMC
6. Credence Management Solutions
7. Innoplex
8. Innovation Evolution Technologies (IETEK)
9. Innovative Government Solutions (IGS)
10. Integrated Systems (ISI)
11. Interactive Process Technologies (IPT)
12. Mission Support LP
13. Netcentric Technology
14. Riverside Engineering
15. Semper AASKI Alliance
16. Superlative Technologies (SuprTek)
17. Synaptek Corporation
18. Synergy Business Innovation
19. Tiber Creek Consulting
20. ValidaTek
21. Volant Associates
22. Mission1st
23. RedTeam Engineering

Benefits of Using DISA's Premier Contracts

Broad scope covering the full spectrum of IT services

Aligned to DISA's Strategic Goals – long history of proven success with an innovation-seeking approach for solving new problems

Proven experience – awardees possess recent and relevant experience with DISA, DoD and the Intelligence Community

Fully vetted prime contractors with ample opportunities for subcontractor arrangements to satisfy requirements – additional subcontractors may be added throughout the lifecycle

Competitively established pricing -- promotes cost avoidance through Strategic Sourcing and Better Buying Power

Flexible evaluation methods – can choose between BVTO or LPTA based on nature of requirement

Higher protest thresholds – task orders under $25M are not protestable

Supports DISA's socio-economic goals – capability to set-aside requirements for small business under SETI and ENCORE III

Fewer fees – DITCO's fee for service is 2.25%; no additional fee for use of DISA vehicles (e.g., GSA contract access fees include an additional 0.75%)

On/Off Ramp capability ensures robust small business participation and competition for the life of the contract

TRUST in DISA: Mission First, People Always

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